

June 22, 2012

Karen Russell
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 2300 Warrenville Road
 Downers Grove, IL 60515
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 415-244-8474

Capt. Todd A. Allen
 Jail Administrator
 Tom Green County Jail
 122 West Harris
 San Angelo, TX 76903

Dear Captain Allen,

Thank you for the opportunity to provide Tom Green County with a Best and Final Offer for our pricing options for RFP 12-010 for the jail foodservice. As you know, incorporated into our pricing, are seasoned and professional staff who have gained tenure over the years. We take pride in the operations and service that we provide to the Tom Green County Jail and look forward to the opportunity to continue our partnership.

Proposed Best and Final Pricing Options

ARAMARK Correctional Services has given serious consideration to our Best and Final Offer pricing for both options presented in our proposal. We understand the importance of value in service and cost effective pricing and how important both are to the Tom Green County Jail

- **Option 1** is based on your current menu
- **Option 2** is based on a lower cost menu and provides additional savings over your current menu

Both options offer additional cost savings to Tom Green County yet provide the experienced staff you have come to know and eliminate any need for transition.

Tom Green County Detention Center Best and Final Offer		
Option 1 - Current Menu		
Population Scale		Price/Meal
301	350	\$1.275
351	400	\$1.109
401	500	\$1.099
501	600	\$1.052
600	& Above	\$1.014
Staff - Price/Meal Same as Inmate Price Trustee Extra Portion = \$0.25 each		

Tom Green County Detention Center Best and Final Offer		
Option 2 - Low Cost Menu		
Population Scale		Price/Meal
301	350	\$1.174
351	400	\$1.017
401	500	\$1.006
501	600	\$0.953
600	& Above	\$0.905
Staff - Price/Meal Same as Inmate Price Trustee Extra Portion = \$0.25 each		

Price per meal will be determined by dividing total meals per week by 21.

Staff meals will be priced at the inmate meal price each week.

Prices per meal do not include sales tax.

Prices per meal at less than 300 will be negotiated.

We look forward to the opportunity to continue to be your service provider and further build our partnership.

If you would like to discuss our Best and Final offer or need additional information, please do not hesitate to call me at 415-244-8474 or email at russell-karen@aramark.com

Sincerely,

Karen Russell

Karen Russell
Director of Client Development

C: Jose Jimenez, District Manager

RFP 12-010 Food Service

7.10.2012

Company	Five Star Correctional	Aramark Correctional	ABL Management
Total points given	75	90	89

After reviewing all RFPs submitted, the evaluation committee comprised of Capt. Todd Allen, Lt. Beth Holland Mull, Mary Adame, and myself, rated the proposals and negotiated with the Top Vendor.

It is the committee's recommendation to ask the Court to award RFP 12-010 to Aramark Correctional.

The top two vendors were very competitive, but the Jail Admin concluded that the working relationship and staff qualifications of Aramark serves in the best interest of Tom Green County. Aramark was our highest rated vendor and we negotiated their rates. I included both the proposed and Negotiated Costs in their section.

Five Star Correctional Services

Cost of Services	Max points 40 points
Personnel, Service and Equipment	Max points 30 points
Ability to perform-vendor experience,account support team, maint, special needs req, references	Max points 15 points
Proposed Plan	Max points 15 points
Possible 100 points	

Todd	Beth	Mary	Johnny	Points
Agreed	Agreed	Agreed	Agreed	38
Agreed	Agreed	Agreed	Agreed	20
Agreed	Agreed	Agreed	Agreed	5
Agreed	Agreed	Agreed	Agreed	12
Overall Total				75

A.

40- Cost of Services

	cost per meal
0-300	\$ 1.392
301-350	\$ 1.363
351-400	\$ 1.314
401-500	\$ 1.256
501-600	\$ 1.256
601-above	\$ 1.256

Trustee, double entry, will be at \$.30 additional per tray

B

30- Personnel, Service and Equipment

C

15- Ability to perform-vendor experience,account support team, maint, special needs req, references

D

15- Proposed Plan

Aramark

Cost of Services	Max points 40 points
Personnel, Service and Equipment	Max points 30 points
Ability to perform-vendor experience,account support team, maint, special needs req, references	Max points 15 points
Proposed Plan	Max points 15 points
Possible 100 points	

A.

40- Cost of Services

0-300
301-350
351-400
401-500
501-600
601-above
Staff- Price/Meal Same as Inmate Price
Trustee extra Portion= \$0.25 each

B

30- Personnel, Service and Equipment

C

15- Ability to perform-vendor experience,account support team, maint, special needs req, references

D

15- Proposed Plan

Todd	Beth	Mary	Johnny	Points
Agreed	Agreed	Agreed	Agreed	30
Agreed	Agreed	Agreed	Agreed	30
Agreed	Agreed	Agreed	Agreed	15
Agreed	Agreed	Agreed	Agreed	15
Overall Total				90

Option 1 cost per meal	Option 1 Negotiated	Option 2 cost per meal	Option 2 Negotiated
TB negotiated			
\$ 1.337	1.275	1.251	1.174
\$ 1.185	1.109	1.095	1.017
\$ 1.177	1.099	1.086	1.006
\$ 1.089	1.052	1.020	0.953
\$ 1.040	1.014	0.954	0.905
	0.25		0.25

ABL Management

Cost of Services	Max points 40 points
Personnel, Service and Equipment	Max points 30 points
Ability to perform-vendor experience,account support team, maint, special needs req, references	Max points 15 points
Proposed Plan	Max points 15 points
Possible 100 points	

Todd	Beth	Mary	Johnny	Points
Agreed	Agreed	Agreed	Agreed	40
Agreed	Agreed	Agreed	Agreed	25
Agreed	Agreed	Agreed	Agreed	10
Agreed	Agreed	Agreed	Agreed	14
Overall Total				89

A. Guaranteed Two (2) Years

40- Cost of Services

0-300
301-350
351-400
401-500
501-600
601-above

Trustee Extra Entrée \$0.25

3 Employees	4 Employees
cost per meal	
\$1.36160	\$1.50893
\$0.98970	\$1.06079
\$0.94900	\$1.01185
\$0.89610	\$0.94820
\$0.85110	\$0.89394
\$0.81960	\$0.85599

B
30- Personnel, Service and Equipment

C
15- Ability to perform-vendor experience,account support team, maint, special needs req, references

D
15- Proposed Plan

	Price per meal	Inmate Count	Meals per day	Daily Cost	Yearly Cost
5 Star	1.014	400	3	\$1,216.80	\$444,132.00
ABL	1.01185	400	3	\$1,214.22	\$443,190.30
Aramark Option 2	1.017	400	3	\$1,220.40	\$445,446.00
Aramark Option 1	1.109	400	3	\$1,330.80	\$485,742.00

Difference between Aramark and ABL: \$2,255.70

The figures are based on the low cost menu option as offered by all respondents.

Aramark option 1 is a higher quality food with an additional cup of drink at each meal.

Option 1 is our current menu and is costing \$1.2450 per meal.